

Message Text

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PAGE 01 LA PAZ 00633 231538Z
ACTION XMB-04

INFO OCT-01 ARA-14 ISO-00 EB-08 TRSE-00 AID-05 CIAE-00
INR-07 NSAE-00 /039 W
-----108488 232105Z /61

R 231516Z JAN 78
FM AMEMBASSY LA PAZ
TO SECSTATE WASHDC 9075
INFO USDOC WASHDC

UNCLAS LA PAZ 0633

DEPARTMENT PASS EXIM

E.O. 11652: N/A
TAGS: BEXP, BL
SUBJ: BID BY AIR PRODUCTS, INC. OF ALLENTOWN, PENNSYLVANIA
FOR OXYGEN PLANT.

DEPARTMENT PASS EXIM

1. IN RESPONSE TO CONCERNS EXPRESSED TO US THAT AIR PRODUCTS WAS NOT RECEIVING EQUITABLE TREATMENT IN ITS BID TO SECURE A CONTRACT FOR SUPPLYING EQUIPMENT FOR AN OXYGEN PLANT IN BOLIVIA, EMBASSY MINERALS AND COMMERCIAL ATTACHES HAVE BEEN MADE REPRESENTATIONS TO ENAF AND MINISTRY OF MINES OFFICIALLY. THE CALLS SERVED TO MAKE CLEAR THE EMBASSY'S INTEREST IN SEEING THAT THE AIR PRODUCTS PROPOSAL WAS ACCORDED THE SAME CONSIDERATION AS THOSE OF ALL OTHER BIDDERS. THE VISIT WAS PROMPTED BY THE RECEIPT OF INFORMATION THAT KLOCKNER, THE FIRM WHICH PREPARED THE FEASIBILITY STUDY FOR THE OVERALL PROJECT (LEAD AND SILVER SMELTER) OF WHICH THE OXYGEN PLANT IS A PART, WAS REPORTEDLY THE FRONT-RUNNER IN THE BIDDING FOR THE PLANT, DESPITE THE FACT THAT IS BID CONSISTED ONLY OF A COPY OF THE TENDER AND A COVERING LETTER. AIR PRODUCTS HAD THE LOWEST BID.

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2. MINISTRY OF MINING REPRESENTATIVES HAVE STRESSED THE IMPORTANCE OF OFFERING COMPETITIVE FINANCIAL TERMS FOR THIS PROJECT, WHICH IS VALUED AT APPROXIMATELY \$2 MILLION. IT IS OUR UNDERSTANDING THAT AIR PRODUCTS, IF AWARDED THE BID, WILL SEEK EXIM BANK FINANCING. WE HOPE THAT EXIM WOULD FIND IT POSSIBLE TO OFFER COMPETITIVE

RATES AND CONDITIONS. US COMPANIES HAVE HAD SERIOUS PROBLEMS MAKING IN-ROADS INTO BOLIVIA'S PROMISING MARKET FOR SMELTING AND REFINING EQUIPMENT, IN LARGE PART BECAUSE OF INABILITY TO PROVIDE ATTRACTIVE FINANCING. WITHIN A YEAR, FOR EXAMPLE, ENAF WILL ASK FOR BIDS ON A ZINC SMELTER-REFINING COMPLEX WHICH IS ESTIMATED AT \$220 MILLION.
BOEKER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 23 jan 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978LAPAZ00633
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780034-0450
Format: TEL
From: LA PAZ
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780134/aaaabcass.tel
Line Count: 70
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: d20025e1-c288-dd11-92da-001cc4696bcc
Office: ACTION XMB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 25 feb 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3731847
Secure: OPEN
Status: NATIVE
Subject: BID BY AIR PRODUCTS, INC. OF ALLENTOWN, PENNSYLVANIA FOR OXYGEN PLANT. DEPARTMENT PASS EXIM
TAGS: BEXP, BL
To: STATE
Type: TE
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Review Markings:
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